

Society

Issue 12 • Autumn 2021

My RIO Mortgage

**Songwriter
Gordon Campbell's
brush with fame
frees up cash 30
years on**

**The green issue
Help us reduce our
environmental impact**

**Edinburgh Rugby
values partnership**



**SCOTTISH
BUILDING SOCIETY**

The magazine of

Inside:

Society's new Aberdeen office
Page 4



5 minutes with Alan Chapman
Page 5

COVER STORY:
Royalties and RIO
Page 6

Rewilding the Highlands
Page 8



Digital specialist on board
Page 8

Record results
Page 8



800 miles with the Friday Girls
Page 9

Lorraine Kane and Erin MacDonald work for you
Page 10



Rugby club's new partner
Page 11
COMPETITION
Page 11

Society is a publication of Scottish Building Society, SBS House 193 Dalry Road, Edinburgh EH11 2EF

If you do NOT wish to receive future issues of Society please write to us at this address or email members@scotbs.co.uk. This publication is also available online at www.scottishbs.co.uk

The views expressed in this publication are not necessarily those of the publisher or the editor. Whilst every care has been taken in compiling this publication and the statements that it contains, neither the promoter nor the publisher can accept any responsibility for any inaccuracies of the products or services advertised.

Welcome

... to the autumn edition of Society, our regular magazine aimed at keeping members in touch with our news. In this issue we bring you a peek inside our stylish new office in the centre of Aberdeen, and news of our exciting partnership with one of Scotland's leading rugby clubs.

You'll learn more about some of the talented people behind our strong financial performance in the past year, their views on the Society as an employer, and how lockdown



restrictions brought colleagues together as friends to raise substantial sums for Alzheimer Scotland, our charity of the year chosen by you.

With the UN climate summit COP 26 coming to Glasgow in November, we continue to examine ways we can become more sustainable as an organisation. One thing that has helped is that many of you have now transitioned to online banking and found it to be easy, safe and more convenient for your day-to-day needs. Many more of you have agreed to

receive news from the Society. Alternatively, write with your views to: FREEPOST, RLYC-AAGE-YURH Scottish Building Society SBS House, 193 Dalry Rd Edinburgh EH11 2EF

receive communication from us by email, a trend that cuts both costs and carbon emissions. That's why we have a special plea for you below to opt in to receive relevant information from us electronically in future and help address environmental concerns, which I know many of you share.

Finally, it was a great pleasure to interview Gordon Campbell who appears on our cover. Gordon has made a living and brushed with fame doing what he enjoys most. I think you will enjoy reading his story.

Suzanne Williamson
Head of Membership
members@scotbs.co.uk

Society names industry expert as Chief Risk Officer

IN ORDER to keep the Society and its members safe and secure, we began the search for a new Chief Risk Officer. We placed a high value on the depth of previous experience in the role and Derek Johnston fitted the bill perfectly. He joined the Society in September and ensures we continue to effectively manage the key risks faced by all financial institutions and comply with all relevant regulatory requirements.

Derek is a Chartered Banker with a BA (hons) in Financial Services and has over 30 years' experience in the financial services industry. He joins Scottish Building Society from RBS / Natwest where he spent 18 years in senior risk roles covering the branch network, telephony banking, digital banking and transformation projects across the Retail Banking division. Prior to that he worked for Ernst & Young and the Clydesdale Bank.



Derek Johnston: Society's new Chief Risk Officer

Commenting on his decision to take up his new role, Derek said: "I was at the stage of considering

some different career options when this opportunity came up. The more I read about the Society, about its history, values and purpose, the more it became clear that there was a natural fit with my own personal values.

"I really liked the idea of being able to bring the skills and experience I have gained over the years into the role. When I met with the senior team it became really clear how special and important the Society is to both the staff and its members and from there it was an easy decision to make."

"Developments in technology continue to present opportunities for the Society and it's important we keep abreast of what is happening, adapt as required and ensure we continue to meet the needs and interests of our members."

Derek and his wife Claire live in Fife with their three teenage children and Leo, the dog. *

New partnership maps climate change impact

SCOTTISH Building Society has embarked on a groundbreaking partnership with leading European climate change analysts Ambiental to assess flood risks in our £440 million mortgage portfolio.

The modelling work draws on Ambiental's predictive analytics, machine learning and expertise to forecast risks to SBS's portfolio for up to 50 years.

Flood losses in Europe are expected to increase fivefold by 2050, according to the European Environment Agency. Ambiental estimates an additional 1.2 million properties across the UK could be at risk of flooding by 2050.

Given that 35% of UK households have property debt, and the average value of a mortgage in the UK is £137,000, this means £60 billion in mortgage debt could be impaired due to climate-induced flooding alone.

New guidelines to be introduced by the Bank of England require the finance sector to better analyse and disclose climate-change risks.

In the build-up to COP26 in Glasgow, climate change is front of mind and it is important to ensure that we secure the future of our business for generations to come.

Ambiental's FloodScore Climate is already being used for stress testing and Environmental, Social and Governance compliance in the financial sector, as well as long-term financing, asset management, property investment and insurance risk underwriting. *



Above: Society CEO Paul Denton and Ambiental's Justin Butler announce partnership at The Kelpies in central Scotland. Picture: Alistair Devine.



Left: Flood mapping: Ambiental's Floodscore shows current flood risk in Aberdeen, in purple, versus what could happen through high emissions over the next 100 years, in red



World's oldest Highland Games go ahead with help from the world's oldest building society

Highland Games that were first held almost 800 years ago in 1324 finally managed to go ahead this year with help from Scottish Building Society. As the world's oldest building society, it seemed fitting that we should become main sponsor of The Ceres Highland Games, an event which, like every other gathering in communities across Scotland,

has suffered because of Covid restrictions.

Normally a free event and run by volunteers, the heavy events championship was not open to the public this year due to ongoing restrictions. It didn't stop an exciting competition taking place at Montrave Estate, in the East Neuk of Fife. Nine heavy lifters, including the games'

first ever female competitor, showcased their skills, competing in shot putt, 28lb weight and 56lb weight events. The competition also featured tossing the Ceres stane and the caber, judged on distance and accuracy.

The organisers are now looking ahead and planning a strong return in 2022 once restrictions have eased. *

Special customer relationship experience in store

A warm welcome awaits North East members at the Society's bright new office in Aberdeen

FEATURING a stylish interior, the modern design of our Aberdeen office is aimed at encouraging visitors to pop in and spend as much time as they need. Officially opened by CEO Paul Denton, Head of Relationship Management Alan Chapman and NE Business Development Manager Douglas Sharpe, the new customer experience is already proving popular.

Paul, who spent his schooldays in Brechin and enjoyed an early career in banking as a

regional manager in Aberdeen, said: "The Society is not just bucking the trend by opening a new high street presence when other lenders are abandoning theirs, but we are creating a new experience for the many thousands of existing members in the North East, and new customers too, who like to have the choice of online and face-to-face services.

"The Aberdeen relationship office sets a new standard for the industry. We have

North East Business Development Manager Douglas Sharpe said: "We are well versed in managing the challenges and opportunities our members in the North East face. It's not like anywhere else in the country. For a long time the area has seen the highs and lows of being the heart of the UK's oil and gas industry, and is now in transition as renewable energy companies seek to invest. Our strength compared to other lenders in the area is our flexible, personal approach to underwriting. The fact that we are prepared to invest in a physical presence to supplement our digital services shows how well we understand our customers." *

Right: Reena Bell welcomes a member at the new Aberdeen office

Above right: Alan Chapman, Samantha Bain, Mhari Crawford, Reena Bell and Paul Denton

Far right: Alan Chapman



Five minutes with **Alan Chapman**, Head of Relationship Management

You have a lot of experience of customer service after 30 years working with some of the biggest names in financial services.

What's different about Scottish Building Society?

It is refreshing to work for a lender that values personal relationships so highly, and the team in Aberdeen is enjoying being able to meet Society members face to face in such comfortable new surroundings.

Our new office is much more than a traditional branch: it is a backdrop to a whole new way of working and an opportunity to shape our services the way our members want. Many prefer the convenience of online services and a few still like to deal only face to face, but most people like to have the choice, and that is exactly what we offer.

Now, when we do meet in person, we have a comfortable lounge area and quiet spaces where confidential information

can be shared safely, just as it is online. That way, members have the best of both worlds at a time when banks are disappearing from the high streets.

As well as ensuring members receive the service they want, what else do you want to achieve in your new role?

My priority was recruiting the

best team I could.

I started with the

Society in February

this year having

worked with other

financial institutions

within Scotland,

the majority of

this time spent

across Aberdeen

and the North East, so I knew

exactly what I was looking for in

recruiting the Aberdeen team.

For me, the ins and outs of mortgages and savings can be learned, but it takes a special type

of person who can combine the

technical details with a passion for helping people to reach important financial decisions. I was delighted when Mhari and Samantha agreed to come on board, joining Reena who was already a valued member of staff. It's still early days in our new surroundings, but we have already had some lovely feedback from members. Now our focus is on building relationships with the business community and growing membership in the North East.

I'm excited to be working alongside NE Business Development Manager Douglas Sharpe on this new chapter in the Society's history. We want members to help the environment by using our online services for their day-to-day banking needs, but that doesn't mean we want to lose touch with them. The opposite is true, and

the investment in the Aberdeen relationship office is proof of that.

What do you do when you're not working?

I live in Banchory and have six children; the eldest is 23 and the youngest is three years old. I golf occasionally, but my running and football days are now behind me and I prefer walking and spending time with my wife and family. I have a real interest in personal development and I'm a member of a worldwide learning and development mentorship group. I find the older I get the more I want to learn and I'm in regular contact with mentors in Australia, Washington and one in Florida.

What is the most important financial lesson you have learned?

That it's important to find the right balance between paying enough for your mortgage and leaving enough to live a good life. Also, it's never too early to start saving.

Songwriting royalties unlock cash

Turned down by lenders who couldn't take his songwriting income seriously, Gordon Campbell turned to the Society for help in releasing cash from his home

THE best investment I ever made was sitting with my guitar and writing songs," says Gordon Campbell, a former banker turned teacher and creative entrepreneur.

Now in his sixties, and semi-retired from his job in teaching, Gordon had been looking around for a way to release capital from his home. He wanted some extra money to spend more quality time with his family and fund his passion for music, but the banks were saying no. Today Gordon has lots to look forward to thanks to funds freed from his Edinburgh home with a Retirement Interest-Only (RIO) Mortgage from Scottish Building Society.

"After my wife and I separated, I needed to improve my cash position to have a financial cushion, and to do nice things for myself and the kids. I have five children, the youngest is just 11, and I've always promised to show them where I lived in Australia as a child. As a lecturer I started a course which trained people for a career in the music business, and I wanted funds to help publish a book on the subject. It's not unreasonable to want to continue to enjoy a reasonable lifestyle as well," said Gordon.

But the lenders Gordon had been speaking to couldn't get to grips with his portfolio career. After leaving school Gordon worked for one of the large banks and within three years had passed his banking exams which gained him a place at university to study accountancy. After graduating he worked with a small record label before moving into teaching business and commerce.

"I always combined doing what I love, which is making music, with a steady job. I was signed as a songwriter to Elton John's music publishing house. Songs I wrote during that time 30 years ago became hits for Shakin'



Stevens and have provided me with regular royalty cheques ever since. I have always been very grateful for the support I received from Rocket Music and Shakin' Stevens' manager Jim Doyle, who was always very encouraging. I still receive a regular income each year for doing nothing.

"However, the lenders I had been speaking to said my royalties couldn't be taken into account as part of my earnings. They said it would be impossible to give me the mortgage I was looking for and were only prepared to offer me a capital and interest loan for a very small amount. I clearly didn't fit the mould, even though I could demonstrate a regular income from my songs stretching over decades.

"Someone mentioned they thought

Scottish Building Society had a less corporate approach and were more flexible. I arranged to meet with Society Relationship Manager David Allan and it was so refreshing to be treated like an individual. I loved being able to talk to someone who actually has a say in decisions and would get back to me to answer my queries along the way. David made the point that the income streams from my songs that been consistent over a long period of time were as stable as a pension, especially as a couple of them have gone on to become standards in Asian countries."

Gordon was offered a RIO Mortgage, which allowed him to borrow against the equity in his home, and by paying the interest each month, he can ensure the mortgage balance doesn't increase. When the property

is eventually sold, the mortgage is repaid and some equity remains.

"I've been fairly successful in making money out of my music, and it's great to deal with a Scottish company that can see the big picture. The Society was very thorough, and I had to provide all the paperwork, but David was flexible, communicative and professional throughout and above all was willing to look at my unusual situation. He was a breath of fresh air. I can't understand why banks aren't the same. People love that personal service."

Society members don't have to be retired to apply for a RIO Mortgage. Gordon still teaches part time and has a small record label producing traditional Scottish and Classical music which he sells worldwide, although he

Five reasons to choose a Scottish Building Society RIO Mortgage

- A great way to release money from the value of your home
- A cash lump sum to help you make the most of your retirement
- You pay the monthly interest charges, so the outstanding balance does not increase
- An alternative to traditional equity release schemes
- Local in-branch mortgage specialists to guide you
- All applications are treated on an individual basis and based on affordability

Gordon at home with daughters Mollie and Jennie, his two dogs and his guitar



is hoping to slow down in the next few years.

He said: "I'm very proud that my little tunes I created all those years ago are still working for me. I'd never have thought it would be helping fund a trip to Australia with the family, a writing project and lots more 30 years on, all made possible by a RIO Mortgage on a property in Edinburgh."

Scottish Building Society's RIO Mortgage is available to homeowners in Scotland aged 55 and over who have a reliable monthly income in retirement. The Society offers up to 50% of the value of the property as a cash lump sum and unlike standard interest-only mortgages, there is no fixed end date for settlement of the loan and capital need only be repaid after death or on the sale of the house. There is no maximum age limit. *

**SCOTTISH
BUILDING SOCIETY**

Ways to have your say

Scottish Building Society is a mutual organisation owned by its members. That means your views really matter and do lead to actual change, such as recent requests to increase the daily cash withdrawal limit which is now being implemented.

We are currently recruiting for our online Member Panel and we'd like members from across the country to apply. Panel members receive a maximum of four short surveys per year and play an invaluable part in shaping how the Society develops.

If you would like to be involved, please email members@scotbs.co.uk and we'll be in touch



The burning issue

Sustainability is very important to us, and we are very conscious of the role the Society must play in lowering our carbon emissions.

Would you be interested in a new savings product where a financial contribution is made to charities or green initiatives? We want to know.

Send us your views to marketing@scotbs.co.uk quoting your membership number and preferred email address to receive news from the Society in future.

**FREEPOST, RLYC-AAGE-YURH
Scottish Building Society
SBS House, 193 Dalry Rd
Edinburgh EH11 2EF**

Our part in rewilding the Scottish Highlands

As Scotland's building society we understand our responsibilities as a corporate citizen to minimise our impact on the environment.

As part of our sustainability effort, we are partnering with Trees for Life on their mission to rewild the Scottish Highlands and support its rich and varied wildlife.

Catherine Faulkner is Partnerships Manager at Trees for Life. She said: "Scottish Building Society's support will help us to continue our ambitious rewilding plans. The trees planted by the Society will not only help to mitigate carbon output but will offer many other benefits. Protection and restoration of habitat answers the urgent need to address biodiversity collapse. Tree planting also helps to reduce localised flooding and through Trees for Life's volunteering programme, people can boost their well-being by reconnecting to nature."

Rewilding requires collaboration between landowners and can complement and provide the opportunity to vary how land is used, creating additional jobs and supporting the sustainability of rural communities. *



Trees for Life volunteers.
Picture: Stephen Couling.



Native red squirrel.
Picture: Paul Whippey.

Digital specialist on board

WE are pleased to announce that Sean Gilchrist has been elected to the Society's board of directors. He brings with him a broad range of leadership experience from a career spanning over 30 years in the financial services industry, and an impressive track record in digital transformation.

Most recently he was Chief Digital Officer of the Co-operative Bank leading their transformation to become the "digital ethical bank". Previously he has worked at both Lloyds and Barclays banks leading, growing and transforming their digital services across the retail, wealth and corporate banking sectors.

Speaking about his decision,



Sean also works with the Foreign, Commonwealth and Development Office helping them drive through their digital transformation and Hangar 75 a Californian digital incubator.

Society Chair Raymond Abbott said: "Sean is a welcome addition to our board and adds further diversity to the already extensive skillset that exists among the Society's directors. His experience in digital transformation will be invaluable as we continue on our journey to providing the best possible online services and user experience for members and unlocking the power of data and digitalisation of our internal processes." *

Record results underline resilience in difficult year

IT'S perhaps no surprise that a mutual organisation formed during a significant period of hardship, and still relevant 173 years later, has emerged stronger than ever from one of the most challenging years in recent memory.

The Edinburgh Friendly Property Investment Company, now your Scottish Building Society, began helping its members 'build for the future' in 1848, lending on the security of their properties. At that time, the population of Scotland was around half of what it is today, and tuberculosis, cholera, typhus and smallpox were the major concerns in urban communities.

Fast forward through the Spanish flu pandemic, two world wars and major economic recession, at the end of the last financial year the Society posted a record £74 million increase in mortgage lending and a record £58m growth in savings balances in the year the world faced up to challenges brought about by Covid-19. Profit before tax increased by 34% to £840,000.

Our half year results show our strong performance continuing with net book mortgage growth of £34m, representing 8% growth in the period compared with the market average of 3%.

Highlights

- Record £74 million increase in mortgage lending
- Highest ever £58m growth in savings balances
- Profit before tax increases by 34% to £840,000
- Operating profit for the year up by 120% to £971k
- Active members of the Society grow by 9%
- Society stays open for customers throughout lockdown and refuses government support schemes, such as furlough and rates relief
- Successful launch of a new digital savings and mortgage service – SBS Online.
- Society ranked No1 in the UK for honesty and ethics in an independent survey by the Banking Standards Board

Commenting on the results, Chief Executive Paul Denton said: "To achieve such remarkable results after a difficult year is a mark of the resilience of the organisation and the people who work here, as well as the overwhelmingly positive attitude of customers. Our members were understanding and adapted quickly to our changing circumstances, tolerating reduced branch hours, and switching to our online services when possible.

"We couldn't have done it without the full support of our staff who had to adapt quickly to change, and particularly our IT department who had the massive job to put in place the systems that enabled people to work from home. We have always valued our staff highly, and the returns in terms of commitment and flexibility have never been higher than in the past year as they worked tirelessly to support members impacted financially by the pandemic.

"While the world has changed since we first opened in 1848, the one thing that has stayed constant is our core values.

"Trust and customer service are at the heart of everything we do and remain vital to our future growth." *

'Friday Girls' walk 800 miles for charity

AS THE saying goes, when life gives you lemons, make lemonade. It could be the mantra for our colleagues dubbed the 'Friday Girls' who faced up to the challenges of lockdown to raise valuable funds for Alzheimer Scotland, the Society's charity of the year, and found fun and friendship along the way.

Mortgage Underwriter Claire Swanson takes up the story:

"During lockdown we started weekly calls which really helped get us through this strange time and resulted in five colleagues becoming firm friends. Like many people, most of us had started walking for exercise, so once lockdown restrictions were lifted, we decided we should make the most of it and raise some money for charity.

"Not prepared to do things by half, we set ourselves an 800-mile challenge for Alzheimer Scotland. Dementia is affecting a growing number of families in communities across Scotland, and the charity is doing some amazing work to ensure no-one faces the challenges of the disease alone. Between the 31st May and 26th June we set weekly targets of 40 miles each per week, splitting the walking among us. This was tougher than we'd thought it would be, and we were in touch constantly, pushing each other on and motivating each other through the blisters and sore legs.

"We were delighted when we smashed our original fundraising target of £1,000, and our current total is £3,832. Donations have come from colleagues, families and friends as well as people who stopped us whilst out walking. Now the Society has agreed to match this which brings the current amount raised to £7,664, more than seven times our original target.

"It was great to finish our



The 'Friday Girls': Claire Swanson (Mortgage Operations) in front then L-R Agnes Miller, Collections & Recoveries Manager, Fiona Gibson, Credit Risk Manager, Sarah Lindsay, Finance Operations Manager, Jackie Simpson, Lending Manager

final walk as a team with a seven-mile hike round Biggar countryside. We had amazing support from local businesses and friends, with food and drinks driven round with us.

"We celebrated our achievement with a great wee night in the pub.

"We are so proud of ourselves and each other, and so grateful to everyone who has supported us along the way. What started as a video call, has brought friendship, fitness and funds for those less fortunate." *

Charity of the Year



Alzheimer Scotland, voted the Society's Charity of the Year by members, is heavily reliant on fundraised income to be able to deliver an extensive range of support services in the heart of local communities across the country.

The money raised by the Friday Girls, and matched by the Society, will help:

- fund the freephone dementia helpline
- welcome people with dementia, their carers and families in to Dementia Resource Centres
- offer support to people with dementia, their carers and families through our Dementia Advisors
- hold a wide range of innovative community-led groups, like Music Memories or Walking Football
- engage with the local community through the Dementia Friends programme
- commit to funding research to prevent, care and cure dementia.

Our Society

We asked long-serving employee **Lorraine Kane** and more recent recruit **Erin MacDonald** what they think about working for you

BRANCH Assistant **Lorraine Kane** (50) joined the Society 32 years ago in 1987 and there were just four channels on the telly.

Lorraine began her career in the Victoria Road branch in the South Side of Glasgow before it merged with the Hope Street branch and moved to premises in St Vincent Street. Now branch assistant at 78 Queen Street, she says she still loves her job as much as ever.

"I started as a YTS, the youth training scheme of its day, and have worked full time for the Society ever since. Back then, the branch was carpeted, we had brown wooden furniture, a long counter, lots of bulky filing cabinets and a huge safe. Nothing like our office today which is bright, uncluttered and customers have seating areas, television, access to a water cooler and quiet pods for meetings."

"There were no desktop computers, carbon copies were the norm, and printer paper was perforated. We used to have so much time-consuming paperwork to do and would have to spend ages searching through filing cabinets to find members' original applications just to check a signature. Now everything is computerised, documents are scanned and stored digitally, which is so much easier and faster and means we can provide a much more efficient service for customers."

"Why have I stayed with the Society? I enjoy what I do, and even now every day is different. Technology has improved things hugely, but it's still the same small mutual I joined, and I like what it stands for. It means that as an employee I am much more than a name and a number and we all know each other across the country."

"If you'd asked me when I joined if I would be here in 30 years' time, I wouldn't have



Lorraine Kane, Branch Assistant



Erin MacDonald, IT Support Officer

in the Edinburgh office, before moving to the IT department in August 2019.

"After a year as branch assistant, I wanted a new challenge. I genuinely feel that the Society cares about me as a person and I feel very supported."

"I started my IT apprenticeship in 2019 which means my IT training was on the job. Now, as IT Support Officer I am first-line contact for colleagues having queries with IT systems or who need any kind of technical help. I miss the face-to-face interaction I had with members which I used to enjoy as a branch assistant, but I still have customers internally and I like to chat to staff when they need a hand, especially when I'm working from home."

"I am also cross-skilling with the IT Business Analyst and IT Technical Officer, so my role is both operational, which is running daily, weekly and monthly tasks to keep the business running smoothly and to satisfy regulatory requirements, and technical, providing support to colleagues. Our system security and protecting customer data is of vital importance."

"Things have changed quite a lot since I joined three years ago as we move towards a more modern approach. Systems and services are continually improving so that the Society stays relevant in the long term, and the Society is always looking at ways to make managing finances easier for members, and to attract younger generations."

"What's next for me? Well, I want to continue my career with the Society and carry on learning. There's lots of different roles to try, and I like the fact the Society encourages internal moves. It's a great place for a young person to work and there are plenty of opportunities." *

TSUPPORT Officer **Erin MacDonald** (20) is usually based at the Society's head office in Edinburgh but has been working from home since Covid restrictions were announced. She joined the Society in July 2018 straight from school as branch assistant

Thumbs up from staff puts Society among front runners in industry survey

OUR people are key to the success of the Society. This year, the Society ranked in the first quartile of all nine engagement characteristics in the Financial Services Culture Board (FSCB) annual engagement

survey. These characteristics have been identified as those likely to lead to good outcomes for customers, clients, employees, investors and society as a whole. They are characteristics which the

FSCB expect to be associated with any good organisational culture.

Within this first quartile we came first for shared purpose, resilience and responsiveness, second for honesty, openness, accountability

and reliability and we came fourth for respect and competence.

This survey was completed by more than 45,000 financial services employees across the UK. *



Edinburgh Rugby Club has a new partner

SCOTTISH Building Society has struck a four-season sponsorship deal with Edinburgh Rugby to become Main Club Partner. The partnership, announced in August, is the biggest

sponsorship agreement in the history of both organisations and follows a successful back-of-shirt deal which has been in place since 2020.

As part of the agreement, we will be increasing our work in local communities with involvement in Edinburgh Rugby's community programmes, including its disability inclusive rugby team and its homeless rugby programme. The club's focus on supporting and integrating with its local community was central in our decision to support them and dovetails perfectly with our own approach of giving back.

The Society now features on the front of the capital side's home and away match jerseys and training shirts, as well as having prominent branding within Edinburgh Rugby's brand-new purpose-built stadium in the grounds of BT Murrayfield. We will also work together to create a family zone to enhance the match-day experience at the new 7,800-capacity stadium.

Scottish Building Society is the world's oldest building society, and we wanted to work alongside a partner with a proud heritage that shared our values. As a mutual organisation, Edinburgh Rugby's core principles of honesty, discipline and togetherness are the perfect fit.

Edinburgh Rugby has moved to its new home and will celebrate its 150th year during the course of the Society's sponsorship.

Douglas Struth, Managing Director at Edinburgh Rugby, said: "We're thrilled to have

COMPETITION

WIN an Edinburgh Rugby home shirt

To celebrate our partnership with Edinburgh Rugby we are giving one lucky reader the opportunity to win a brand-new Edinburgh rugby home shirt featuring Society branding. *

How to enter

To be in with a chance of winning, all you have to do is answer the following question:
It is said that the game of rugby was invented in November 1823 when

schoolboy William Webb Ellis, ignoring the basic 'no-hands' rule of football, picked up the ball and ran during a match. What year was Edinburgh Rugby's first game held?

- A. 1872**
 - B. 1921**
 - C. 1962**
- Simply email your answer along with your name and Scottish Building Society account number to: members@scotbs.co.uk Alternatively, send your

answer and contact details to: **Society Competition, Marketing Department, Scottish Building Society, SBS House, 193 Dalry Road, Edinburgh EH11 2EF**

Closing date for entries is midnight on 29th October 2021. No purchase is necessary to enter the competition. Only one entry per person is permitted. **Terms and conditions can be found at www.scottishbs.co.uk**

Scottish Building Society as our new Main Club Partner. It is a recognisable brand with a clear and historic association with the city of Edinburgh.

"Having already been part of the club's sponsor family for a number of seasons, Scottish Building Society has played an integral role in the club's journey to date. They now back us ahead of what is set to be a momentous inaugural year in the club's new home.

"This is going to be a hugely exciting partnership for all connected to Edinburgh Rugby and it's an association that we're immensely proud of too. We can't wait to kick off the new season in our brand-new home, and represent the Scottish Building Society brand around the world as we compete in both the United Rugby Championship and European Challenge Cup."

This investment in Edinburgh Rugby continues the Society's ongoing commitment to Scottish sport which has included sponsorship of the Scottish Women's Premier League as well as support for both Heriot's Rugby and the Southern Knights Rugby. *



Launching the partnership: Society CEO Paul Denton with Douglas Struth, Managing Director, Edinburgh Rugby



**NEW!
SBS
ONLINE**

We love to click with our customers. At the branch. On the phone. And even in the kitchen.

At the Scottish we put our members first. It means we're here for you, wherever you are, and whatever you need. And with SBS Online, we're here whenever you need us, too.

Our new online service gives you easy access to your savings account or mortgage, when it suits you. It's simple to get started. And once you've registered, it's just as simple to manage your money.[†]

To register, visit scottishhbs.co.uk and click 'Login to SBS Online'.



[†]SBS Online gives you 24/7 access to your savings or mortgage account. Online transactions will be processed within regular office hours.

Scottish Building Society is authorised by the Prudential Regulation Authority and regulated by the Financial Conduct Authority and the Prudential Regulation Authority (Register No. 206034). Member of the Building Societies Association and UK Finance. Scottish Building Society, SBS House, 193 Dalry Rd, Edinburgh EH11 2EF.